From: Steve Speece <sspeece@scity.com>
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Steel City Corporation is a manufacturer of fence posts and mailboxes. We have been hit hard in recent years with imported products taking market share away from us. We have lost over 75% of our fence post business to the Chinese posts coming in and our main competitor on this product went bankrupt last year. My concern is that if we put tariffs on steel coming in that it will raise the price on the steel that I have to use in my products and make it even harder for me to compete with imported products. Its nice to say that all we have to do is cut labor costs and automate and we will be fine but that is not the case. Only 10% of the cost of a fence post is labor and even if I don't include any labor cost, I am still 20% higher than the Chinese posts. They are already using much cheaper steel than I am and if we force domestic prices up that will only make my situation worse. I realize that a lot of jobs are on the line in the steel making industry, but if we make the steel users such as Steel City uncompetitive, many more jobs will be lost. I urge you to look at the whole picture before making any decisions that might end up having a huge negative effect on our economy. Steve Speece V.P. Steel City Corp Youngstown Ohio